

# NP-Con-102완벽한덤프문제자료인증시험

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>> NP-Con-102완벽한 덤프문제자료 <<

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## 최신 Nonprofit Cloud Consultant NP-Con-102 무료 샘플문제 (Q31-Q36):

### 질문 # 31

A nonprofit needs to track key information for grants it applies for and receives, such as deadline dates, activity completion dates, and descriptions. In addition, the nonprofit wants to track actions completed and view the next deadline date on the Opportunity. Which feature should the consultant recommend?

- A. Deliverables
- B. Tasks and Events
- C. Cases
- D. Engagement Plans

정답: A

### 설명:

For a nonprofit engaged in Grant Seeking, the Deliverables object in NPSP is the specific tool designed to manage the high-stakes requirements of institutional funding.<sup>34</sup> Why Deliverables (D) are the best fit:<sup>56</sup>

\* Grant-Specific Metadata: Unlike standard Tasks, Deliverables include fields specific to the grant process, such as "Grantee Requirements," "Due Date," and "Requirement Description."

\* Next Deadline Visibility: NPSP has built-in automation that identifies the "earliest" incomplete Deliverable and surfaces its date on the parent Opportunity record in the "Next Deliverable Date" field. This allows the fundraising team to see their upcoming deadlines at a glance without digging into related lists.

\* Audit and Compliance: Deliverables allow the organization to track not just that a "Task" was finished, but that a specific legal or financial report was submitted. You can track "Submitted" and "Confirmed" dates, which are vital for maintaining good standing with a funder.

While Engagement Plans (Option A) and Tasks (Option B) can be used for general "Moves Management," they lack the specialized fields and the automated "Next Deadline" rollup logic that makes Deliverables the gold standard for grant management in NPSP.

### 질문 # 32

A nonprofit organization wants to track constituents who helped solicit donations. Which object should the organization use to track this influence in Nonprofit Cloud?

- A. Gift Soft Credit
- B. Gift Tribute
- C. Gift Designation

정답: A

### 설명:

In fundraising, it is essential to distinguish between the person who physically wrote the check (the "Hard Credit") and the person who influenced the gift (the "Soft Credit"). In Nonprofit Cloud for Fundraising, this influence is tracked using the Gift Soft Credit object.

How a Consultant Configures Influence Tracking:

\* The Transaction: A Gift Transaction is created for the donor who made the payment.

\* The Influence: If a board member or a volunteer solicitor was responsible for bringing in that gift, a Gift Soft Credit record is created and linked to that Gift Transaction.

\* Soft Credit Roles: The consultant can define different types of soft credits using the Role field.

Common roles include "Solicitor," "Peer-to-Peer Fundraiser," or "Household Member."

\* Reporting: By using this object, the organization can run reports on "Total Influence" per volunteer.

This is vital for donor recognition programs where "Solicitors" are honored for the total funds they helped raise, even if they didn't donate the money personally.

Why other options are incorrect:

\* Gift Tribute (Option A): This is used to track gifts made "In Honor Of" or "In Memory Of" someone.

While it involves a third party, it is specifically for the sentiment of the gift rather than the professional or volunteer solicitation influence.

\* Gift Designation (Option C): This object is used to allocate the funds to specific internal accounts or programs (e.g., "General Fund" or "Building Campaign"). It tracks where the money goes, not who helped get it.

The Gift Soft Credit object ensures that the organization has a 360-degree view of constituent engagement, acknowledging both financial contributors and the champions who drive the fundraising engine.

### 질문 # 33

A nonprofit offers courses that grant teachers credit toward maintaining their teaching certification. Teachers can enroll in an annual cohort to complete the course modules together. The nonprofit needs to track the courses each teacher completes and the credits awarded to them. Which solution should a consultant recommend?

- A. Program Management Module
- B. Engagement Plans
- C. Service Cloud
- D. Self-Service Portal

정답: A

#### 설명:

The Program Management Module (PMM) is the standard industry solution for tracking the delivery of mission-centric services. In this scenario, the "Courses" are the services, and the "Teachers" are the participants.

Mapping the Requirement to PMM Objects:

- \* The Course (Program/Service): Each certification course is modeled as a Program. Individual modules or sessions within that course are modeled as Services.
- \* Annual Cohorts (Program Cohort): PMM has a standard Program Cohort object. This is perfectly suited for tracking a group of teachers who start and move through the certification modules together on an annual basis.
- \* Tracking Completion (Service Delivery): When a teacher completes a module, a Service Delivery record is created. The consultant can add a custom field to the Service Delivery object to track the "Credits Awarded" for that specific session.
- \* Teacher Enrollment (Program Engagement): The teacher's overall progress toward their certification is tracked via the Program Engagement record, which rolls up the total number of credits earned from the related Service Deliveries.

While a Self-Service Portal (Option D) might be the interface the teachers use, and Service Cloud (Option B) provides the base infrastructure, the Program Management Module provides the specific data model (Programs, Cohorts, and Deliveries) required to track credits and educational progress out-of-the-box.

### 질문 # 34

For a Salesforce implementation project, what is the order of phases in a project lifecycle?

- A. Plan, Initiate, Execute, Monitor and Control, Close
- B. Initiate, Plan, Execute, Monitor and Control, Close
- C. Plan, Initiate, Execute, Close, Monitor and Control

정답: B

#### 설명:

A consultant must follow a structured project management methodology to ensure a Nonprofit Cloud implementation is delivered on time and within budget. The standard lifecycle, aligned with the Project Management Institute (PMI) and Salesforce best practices, consists of five distinct phases.

- \* Initiate: This is the "Discovery" and "Alignment" phase. The consultant identifies the key stakeholders, defines the high-level project goals (the "Why"), and secures the project charter. For a nonprofit, this often involves the "Power of Us" application and licensing verification.
- \* Plan: In this phase, the consultant defines the "How." This includes gathering detailed requirements, creating the Solution Design Document (SDD), mapping the data migration strategy, and finalizing the project schedule.
- \* Execute: This is the "Build" phase. The consultant and developers configure the Nonprofit Cloud (Objects, Flows, DPE, etc.), perform data migrations, and build any necessary integrations.
- \* Monitor and Control: This phase runs concurrently with Execute. The consultant tracks progress against the plan, manages "Scope Creep," performs User Acceptance Testing (UAT), and handles quality assurance. It ensures that the project doesn't deviate from the organization's mission-critical needs.
- \* Close: The final phase involves the formal "Go-Live," end-user training, handing over documentation to the nonprofit's admin, and conducting a "Lessons Learned" session.

Why Option B and C are incorrect: You cannot "Plan" (Phase 2) effectively until you have "Initiated" (Phase 1) the project and identified who the stakeholders are and what the project charter entails. Furthermore, "Monitor and Control" must happen before you can officially "Close" the project.

### 질문 # 35

The system administrator at a nonprofit wants to use Advanced Mapping for regular data imports of constituent and donation data. What is an important consideration of Advanced Mapping?

- A. Checkbox fields are unavailable to map to as target fields.
- **B. The target objects must directly relate to Accounts, Contacts, or Opportunities.**
- C. The target fields can only be text, currency, number, date or address fields.
- D. The target objects must be NPSP objects.

정답: B

설명:

Advanced Mapping in the Nonprofit Success Pack (NPSP) is a powerful tool that allows admins to customize how data from the NPSP Data Import staging object is pushed into target records. However, it operates within a specific architectural framework.

Key Architectural Considerations:

\* Object Relationships: Advanced Mapping is designed to handle the core "Nonprofit Triangle" of data:

Accounts, Contacts, and Opportunities. For any additional or custom object to be eligible as a target in Advanced Mapping, it must have a direct lookup or master-detail relationship to one of these three primary objects. This is because the NPSP Data Importer logic relies on these "anchor" records to establish context and maintain data integrity.

\* Mapping Groups: The tool organizes mappings into Object Groups. When you create a new group for a custom object (e.g., "Volunteer Hours"), the system validates that the custom object is related to a Contact or Account so it knows which record to link the new data to.

\* Field Type Support: Contrary to Option A and C, Advanced Mapping supports a wide variety of field types, including Checkboxes, Picklists, and Lookups. The restriction isn't on the field type, but on the object's position in the data hierarchy.

\* Custom Object Support: While the question asks about "NPSP objects" (Option D), Advanced Mapping can map to custom objects created by the organization, provided they follow the relationship rules mentioned above.

Understanding these relationship requirements is essential for a consultant during the data migration or integration design phase. It ensures that the staging file can successfully populate multiple related records in a single execution without custom Apex code.

### 질문 # 36

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